#### **Project Type: 10-Q Seneca Foods Corp EDGAR Submission Proof** Created At: 11/6/2019 2:44:36 PM EST Submission Information **Submission Type** 10-Q RDG Filings **Contact Name** 1-415-643-6080 **Contact Phone** Exchange(s) NONE Filer CIK 0000088948 Filer CCC **Reporting Period** 9/28/2019 **Smaller Reporting Company?** True Documents 10-Q FORM 10-Q EX-31.1 Exhibit 31.1

Exhibit 31.2

Exhibit 32

EX-31.2

EX-32

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# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D. C. 20549

# Form 10-Q

QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the Quarter Ended September 28, 2019

Commission File Number <u>0-01989</u>

Seneca Foods Corporation

(Exact name of Company as specified in its charter)

New York
(State or other jurisdiction of incorporation or organization)

16-0733425 (I. R. S. Employer Identification No.)

3736 South Main Street, Marion, New York (Address of principal executive offices)

14505 (Zip Code)

Company's telephone number, including area code 315/926-8100

Not Applicable

Former name, former address and former fiscal year, if changed since last report

	ii changed since last report	
Indicate by check mark whether the Company (1) has fil preceding 12 months (or for such shorter period that the days. Yes $\square$ No $\square$	1 1	5(d) of the Securities Exchange Act of 1934 during the 2) has been subject to such filing requirements for the past 90
Indicate by check mark whether the registrant has submisubmitted and posted pursuant to Rule 405 of Regulation post such files). Yes $\square$ No $\square$	ž 1 1	b site, if any, every Interactive Data File required to be shorter period that the registrant was required to submit and
Indicate by check mark whether the Company is a large company. See the definitions of "large accelerated filer, Exchange Act. (Check one):		ted filer or a smaller reporting company or an emerging growth and an emerging growth company in Rule 12b-2 of the
Large accelerated filer ☐ Accelerated filer ☑ Non-accelerated growth company ☐	accelerated filer   Smaller reporting company	
Indicate by check mark whether the Company is a shell Yes $\square$ No $\square$	company (as defined in Rule 12b-2 of the Exchange	Act).
If an emerging growth company, indicate by checkmark financial accounting standards pursuant to Section 13(a		l transition period for complying with any new or revised
		Name of Exchange on
Title of Each Class	<u>Trading Symbol</u>	Which Registered
Common Stock Class A, \$.25 Par	SENEA	NASDAQ Global Market
Common Stock Class B, \$.25 Par	SENEB	NASDAQ Global Market
The number of shares outstanding of each of the issuer	's classes of common stock at the latest practical da	ate are:
Class	Shares Outstandi	ing at October 30, 2019

 Common Stock Class A, \$.25 Par
 7,518,805

 Common Stock Class B, \$.25 Par
 1,753,136

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# SENECA FOODS CORPORATION AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS

(In Thousands, Except Per Share Data)

		naudited tember 28, 2019		Jnaudited ptember 29, 2018		March 31, 2019
ASSETS						
Cumont Acceta						
Current Assets: Cash and Cash Equivalents	\$	17,640	\$	12,795	\$	11,480
Accounts Receivable, Net	Ψ	116,035	Φ	99,799	Ψ	84,122
Contracts Receivable		7,334		-		-
Current Assets Held For Sale		-		23,148		1,568
Current Assets Held For Sale-Discontinued Operations		98		23,690		98
Inventories		575,183		683,897		501,684
Refundable Income Taxes		-		1,466		1,221
Other Current Assets		7,614		5,443		3,075
Total Current Assets		723,904		850,238		603,248
Property, Plant and Equipment, Net		204,746		242,408		239,273
Right-of-Use Assets Operating Net		76,178		-		-
Right-of-Use Assets Financing, Net		33,640		-		-
Deferred Income Taxes, Net		3,190		5,675		2,417
Noncurrent Assets Held For Sale-Discontinued Operations		1,143		20,641		1,143
Other Assets		2,882		2,938		2,801
Total Assets	\$	1,045,683	\$	1,121,900	\$	848,882
LIABILITIES AND STOCKHOLDERS' EQUITY						
· · · · · · · · · · · · · · · · · · ·						
Current Liabilities:	r.	105 (7)	ф	212 111	ď.	(1.024
Accounts Payable	\$	195,676	\$	212,111	\$	61,024
Deferred Revenue		9,547		9,357		4,098
Accrued Vacation		11,786 11,622		11,605 10,745		11,678 5,105
Accrued Payroll Other Accrued Expenses		21,343		28,587		19,363
Income Taxes Payable		1,095		20,307		19,303
Current Liabilities Held For Sale		1,075		141		61
Current Liabilities Held For Sale-Discontinued Operations		3,649		16,300		4,285
Current Portion of Operating Lease Obligations		25,776		-		-
Current Portion of Financing Lease Obligations		6,137		_		-
Current Portion of Capital Lease Obligations		-		5,784		6,418
Current Portion of Long-Term Debt		-		849		345
Total Current Liabilities		286,631		295,479		112,377
Long-Term Debt, Less Current Portion		243,978		353,549		265,900
Operating Lease Obligations, Less Current Portion		52,992		´ -		´ <b>-</b>
Financing Lease Obligations, Less Current Portion		26,773		-		-
Capital Lease Obligations, Less Current Portion		-		30,757		31,286
Pension Liabilities		18,661		26,233		17,349
Noncurrent Liabilities Held For Sale		-		616		305
Noncurrent Liabilities Held For Sale-Discontinued Operations		-		552		-
Other Long-Term Liabilities		3,986		4,933		4,180
Total Liabilities		633,021		712,119		431,397
Commitments and Contingencies						
Stockholders' Equity:						
Preferred Stock		703		707		707
Common Stock, \$.25 Par Value Per Share		3,040		3,038		3,039
Additional Paid-in Capital		98,313		98,211		98,260
Treasury Stock, at Cost		(84,320)		(71,135)		(75,740)
Accumulated Other Comprehensive Loss		(18,285)		(25,169)		(18,285)
Retained Earnings		413,211		404,129		409,504
Total Stockholders' Equity		412,662		409,781	#	417,485
Total Liabilities and Stockholders' Equity	\$	1,045,683	\$	1,121,900	\$	848,882

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# SENECA FOODS CORPORATION AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF NET EARNINGS

(Unaudited)

(In Thousands, Except Per Share Data)

		Three Months Ended				Six Months Ended				
	Sep	tember 28, 2019	Sej	otember 29, 2018	Se	eptember 28, 2019	September 29, 2018			
Net Sales	\$	370,002	\$	320,660	\$	634,927	\$	564,753		
Costs and Expenses:										
Cost of Product Sold		345,947		309,652		591,698		536,957		
Selling, General and Administrative		17,692		18,355		33,950		36,043		
Plant Restructuring Charge		1,146		845		5,952		883		
Other Operating Income		(2,174)		(3,359)		(7,001)		(4,274)		
Total Costs and Expenses		362,611		325,493		624,599		569,609		
Operating Income (Loss)		7,391		(4,833)		10,328		(4,856)		
Other Income		(1,804)		(1,022)		(3,607)		(2,042)		
Interest Expense, Net		3,141		3,898		6,493		7,723		
Earnings (Loss) From Continuing Operations Before Income Taxes		6,054		(7,709)		7,442		(10,537)		
Income Taxes (Benefit) From Continuing Operations		1,419		(2,075)		1,704		(2,743)		
Earnings (Loss) From Continuing Operations		4,635		(5,634)		5,738		(7,794)		
Earnings From Discontinued Operations (net of income taxes)		-		14,750		-		8,155		
Net Earnings	\$	4,635	\$	9,116	\$	5,738	\$	361		
Basic Earnings (Loss) per Common Share:										
Continuing Operations	\$	0.50	\$	(0.58)	\$	0.61	\$	(0.80)		
Discontinued Operations	\$	-	\$	1.51	\$	-	\$	0.83		
Net Basic Earnings per Common Share	\$	0.50	\$	0.93	\$	0.61	\$	0.03		
Diluted Earnings (Loss) per Common Share:										
Continuing Operations	\$	0.49	\$	(0.58)	\$	0.61	\$	(0.80)		
Discontinued Operations	\$	-	\$	1.50	\$	-	\$	0.83		
Net Diluted Earnings per Common Share	\$	0.49	\$	0.92	\$	0.61	\$	0.03		

The accompanying notes are an integral part of these unaudited condensed consolidated financial statements.

# SENECA FOODS CORPORATION AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(Unaudited) (In Thousands)

		Three Mo	nths I	Ended		Six Months Ended			
	S	September 28, 2019		September 29, 2018		September 28, 2019		otember 29, 2018	
Comprehensive income:									
Net earnings	\$	4,635	\$	9,116	\$	5,738	\$	361	
Change in pension, post retirement benefits and other (net of tax)		-		51		-		102	
Total	\$	4,635	\$	9,167	\$	5,738	\$	463	

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# SENECA FOODS CORPORATION AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(Unaudited) (In Thousands)

		Six Months Ended					
	Sept	ember 28, 2019	Sep	otember 29, 2018			
Cash Flows from Operating Activities:							
Net Earnings (Loss) From Continuing Operations	\$	5,738	\$	(7,794)			
Net Earnings From Discontinued Operations (Net of Tax)		-		8,155			
Adjustments to Reconcile Net Earnings (Loss) to							
Net Cash Provided By Operations:							
Depreciation & Amortization		14,698		16,086			
Gain on the Sale of Assets		(7,036)		(10,115)			
Provision for Restructuring and Impairment		5,682		4,287			
Deferred Income Tax Benefit		(773)		(99)			
Changes in Operating Assets and Liabilities:							
Accounts Receivable		(39,247)		(25,797)			
Inventories		(73,499)		(72,266)			
Other Current Assets		(4,539)		(3,226)			
Income Taxes		2,989		(324)			
Accounts Payable, Accrued Expenses and Other Liabilities		160,585		157,812			
Net Cash Provided By Operations		64,598		66,719			
Cash Flows from Investing Activities:							
Additions to Property, Plant and Equipment		(16,472)		(20,318)			
Proceeds from the Sale of Assets		10,429		20,055			
Net Cash Used In Investing Activities		(6,043)		(263)			
Cash Flows from Financing Activities:							
Long-Term Borrowing		226,902		237,304			
Payments on Long-Term Debt and Lease Obligations		(267,020)		(304,777)			
Other Assets		(433)		301			
Payments on Financing Leases		(3,252)		-			
Purchase of Treasury Stock		(8,580)		(1,579)			
Dividends		(12)		(12)			
Net Cash Used In Financing Activities		(52,395)		(68,763)			
Net Increase (Decrease) in Cash and Cash Equivalents		6,160		(2,307)			
Cash and Cash Equivalents, Beginning of the Period		11,480		15,102			
1 , 5 5	\$	17,640	\$	12,795			
Cash and Cash Equivalents, End of the Period	ψ	17,040	Ψ	12,775			
Supplemental Disclosures of Cash Flow Information:							
Noncash Transactions:	<i>*</i>	7017	ф				
Property, Plant and Equipment Purchased Under Lease Obligations	<u>\$</u>	7,045	\$				

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# SENECA FOODS CORPORATION AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENT OF STOCKHOLDERS' EQUITY

(Unaudited) (In Thousands)

					Accumulated			
			Additional			Other		
	Preferred	Common	Paid-In	Treasury	Co	mprehensive		Retained
	Stock	Stock	Capital	Stock		Loss		Earnings
First Quarter FY 2020:								
Balance March 31, 2019	\$ 707	\$ 3,039	\$ 98,260	\$ (75,740)	\$	(18,285)	\$	409,504
Net earnings	-	-	-	-		-		1,103
Cash dividends paid on preferred stock	-	-	-	-		-		(12)
Equity incentive program	-	-	25	-		-		-
Purchase treasury stock	-	-	-	(2,744)		-		-
Operating lease impairment adjustment upon the								
adoption of ASU 2016-02 "Leases" (net of tax)	-	-	-	-		-		(2,019)
Balance June 29, 2019	\$ 707	\$ 3,039	\$ 98,285	\$ (78,484)	\$	(18,285)	\$	408,576
Second Quarter FY 2020:								
Net earnings	-	-	-	-		-		4,635
Equity incentive program	-	-	25	-		-		-
Preferred stock conversion	(4)	1	3	-		-		-
Purchase treasury stock	-	-	-	(5,836)		-		_
Balance September 28, 2019	\$ 703	\$ 3,040	\$ 98,313	\$ (84,320)	\$	(18,285)	\$	413,211
First Quarter FY 2019:								
Balance March 31, 2018	\$ 707	\$ 3,038	\$ 98,161	\$ (69,556)	\$	(25,067)	\$	403,780
Net loss	-	-	-	-		-		(8,755)
Cash dividends paid on preferred stock	-	-	-	-		-		(12)
Equity incentive program	-	-	25	-		-		-
Change in pension, post retirement benefits, other (net of								
tax)	-	-	-	-		(51)		-
Balance June 30, 2018	\$ 707	\$ 3,038	\$ 98,186	\$ (69,556)	\$	(25,118)	\$	395,013
Second Quarter FY 2019:								
Net earnings	-	-	-	-		-		9,116
Equity incentive program	-	-	25	-		-		-
Purchase treasury stock	-	-	-	(1,579)		-		-
Change in pension, post retirement benefits, other (net of								
tax)	-	-	-	-		(51)		-
Balance September 29, 2018	\$ 707	\$ 3,038	\$ 98,211	\$ (71,135)	\$	(25,169)	\$	404,129

		Preferre	d Stock		Common	n Stock
	6%	10%				
	Cumulative Par	Cumulative Par		2003 Series		
	Value \$.25	Value \$.025	Participating	Participating	Class A	Class B
	Callable at Par	Convertible	Convertible Par	Convertible Par	Common Stock	Common Stock
	Voting	Voting	Value \$.025	Value \$.025	Par Value \$.25	Par Value \$.25
Shares authorized and designated:						
September 28, 2019	200,000	1,400,000	37,155	500	20,000,000	10,000,000
Shares outstanding:						
September 28, 2019	200,000	807,240	37,155	500	7,481,479	1,753,136

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# SENECA FOODS CORPORATION AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

(Unaudited) September 28, 2019

## 1. Unaudited Condensed Consolidated Financial Statements

In the opinion of management, the accompanying unaudited condensed consolidated financial statements contain all adjustments, which are normal and recurring in nature, necessary to present fairly the financial position of Seneca Foods Corporation (the "Company") as of September 28, 2019 and results of its operations and its cash flows for the interim periods presented. All significant intercompany transactions and accounts have been eliminated in consolidation. The March 31, 2019 balance sheet was derived from the audited consolidated financial statements.

The results of operations for the three and six month periods ended September 28, 2019 are not necessarily indicative of the results to be expected for the full year

During the six months ended September 28, 2019, the Company sold \$68,139,000 of Green Giant finished goods inventory to B&G Foods, Inc. for cash, on a bill and hold basis, as compared to \$38,302,000 for the six months ended September 29, 2018. Under the terms of the bill and hold agreement, title to the specified inventory is transferred to B&G. Under the new revenue recognition standard, this contract qualifies for bill and hold accounting treatment as the Company has concluded that control of the unlabeled products transfers to the customer at the time title transfers as the customer has the right to control the inventory (prior to physical delivery) and the Company has a right to payment, which results in earlier revenue recognition. Labeling and storage services that are provided after control of the goods has transferred to the customer are accounted for as separate performance obligations for which revenue is deferred until the services are performed.

The accounting policies followed by the Company are set forth in Note 1 to the Company's Consolidated Financial Statements in the Company's 2019 Annual Report on Form 10-K.

Other footnote disclosures normally included in annual financial statements prepared in accordance with accounting principles generally accepted in the United States have been condensed or omitted. These unaudited condensed consolidated financial statements should be read in conjunction with the financial statements and notes included in the Company's 2019 Annual Report on Form 10-K.

All references to years are fiscal years ended or ending March 31 unless otherwise indicated. Certain percentage tables may not foot due to rounding.

Reclassifications—Certain previously reported amounts have been reclassified to conform to the current period classification.

# 2. Discontinued Operations

On July 13, 2018, the Company executed a nonbinding letter of intent with a perspective buyer of the Modesto facility. On October 9, 2018, the Company closed on the sale of the facility to this outside buyer with net proceeds of \$63,326,000. During the second quarter of fiscal 2019, the Company ceased use of the Modesto facility. Based on its magnitude of revenue to the Company (approximately 15%) and because the Company was exiting the production of peaches, this sale represented a significant strategic shift that has a material effect on the Company's operations and financial results. Accordingly, the Company has applied discontinued operations treatment for this sale as required by Accounting Standards Codification 210-05—Discontinued Operations. The business we exited is part of the Fruit and Vegetable segment.

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# SENECA FOODS CORPORATION AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

**September 28, 2019** 

The following table presents information related to the major classes of assets and liabilities of Modesto that are classified as Held For Sale-Discontinued Operations in the Company's Consolidated Balance Sheets (in thousands):

		September 28 2019	September 29 2018	March 31 2019
Accounts Receivable	\$	-	\$ 5,058	\$ -
Inventories		-	18,632	-
Other Current Assets		98	-	98
Current Assets Held For Sale-Discontinued Operations	\$	98	\$ 23,690	\$ 98
Other Assets	\$	1,143	\$ 1,674	\$ 1,143
Property, Plant and Equipment (net)	_	-	18,967	
Noncurrent Assets Held For Sale-Discontinued Operations	\$	1,143	\$ 20,641	\$ 1,143
Accounts Payable and Accrued Expenses	\$	3,649	\$ 16,178	\$ 4,285
Long-Term Debt and Capital Leases Current Portion		-	122	<u>-</u>
Current Liabilities Held For Sale-Discontinued Operations	\$	3,649	\$ 16,300	\$ 4,285
Long-Term Debt and Capital Lease Obligations	\$	-	\$ 552	\$ -
Noncurrent Liabilities Held For Sale Discontinued Operations	\$	-	\$ 552	\$ -

The operating results of the discontinued operations that are reflected in the Unaudited Condensed Consolidated Statements of Net Earnings (Loss) from discontinued operations are as follows:

	Three Mo	nths En	ded	Six Months Ended				
	ember 28 2019	Sep	otember 29 2018	September 28 2019	S	eptember 29 2018		
Net Sales	\$ -	\$	10,750	\$	- \$	110,049		
Costs and Expenses:								
Cost of Product Sold	_		13,887		_	124,076		
Selling, General and Administrative	-		218		-	998		
Plant Restructuring Charge (a)	-		1,714		-	3,496		
Interest (Income) Expense (b)	-		453		-	1,077		
Total cost and expenses	-		16,272		-	129,647		
Loss From Discontinued Operations Before Income Taxes	 -		(5,522)		-	(19,598)		
Gain on the Sale of Assets Before Income Taxes (c) (d)	-		(24,628)		-	(30,266)		
Income Tax Benefit	 -		4,356		-	2,513		
Net Loss From Discontinued Operations, Net of Tax	\$ -	\$	14,750	\$	- \$	8,155		
Supplemental Information on Discontinued Operations:								
Capital Expenditures	-		-		-	3,937		
Depreciation	-		618		-	1,295		

- (a) Includes \$1,653,000 and \$1,648,000 of Modesto severance in the three and six month periods of prior year, respectively.
- (b) Includes interest on debt directly related to Modesto including the building mortgage and equipment capital leases and an allocation of the Company's line of credit facility.
- (c) Includes a \$24,211,000 gain from LIFO layer liquidations from the disposal of the inventory for both prior three and six months.
- (d) Includes a \$4,975,000 gain on the sale of bins for the prior six months period.

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# SENECA FOODS CORPORATION AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) September 28, 2019

# 3. Revenue Recognition

In the following table, revenue is disaggregated by product category groups (in millions):

		Three Mor	Ended	Six Months Ended					
	September 28,		5	September 29,	September 28,		September 29,		
		2019	2018		2019		2018		
Canned Vegetables	\$	227.0	\$	209.7	\$ 405.9	\$	371.6		
B&G*		61.8		31.7	68.9		39.0		
Frozen		25.0		29.7	44.5		57.8		
Fruit Products		26.9		22.3	49.5		43.5		
Chip Products		3.1		3.2	6.0		5.2		
Prepared Foods		23.6		19.9	53.4		37.3		
Other		2.6		4.2	6.7		10.4		
	\$	370.0	\$	320.7	\$ 634.9	\$	564.8		

<sup>\*</sup>B&G includes canned and frozen vegetable sales exclusively for B&G.

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# SENECA FOODS CORPORATION AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) September 28, 2019

#### 4. Inventories

First-In, First-Out ("FIFO") based inventory costs exceeded LIFO based inventory costs by \$165,221,000 as of the end of the second quarter of fiscal 2020 as compared to \$134,953,000 as of the end of the second quarter of fiscal 2019. The change in the LIFO Reserve for the three months ended September 28, 2019 was an increase of \$704,000 as compared to a decrease of \$9,550,000 for the three months ended September 29, 2018.

The change in the LIFO Reserve from continuing operations for the six months ended September 28, 2019 was an increase of \$3,880,000 as compared to a decrease of \$10,054,000 for the six months ended September 29, 2018. This current year-to-date reflects the projected impact of an overall cost increase expected in fiscal 2020 versus fiscal 2019. The following table shows inventory by category and the related LIFO balance (in thousands):

	Septen	nber 28, 2019	Septer	mber 29, 2018	N	March 31, 2019
Finished products	\$	547,116	\$	640,258	\$	454,920
In process		27,190		46,274		42,045
Raw materials and supplies		166,098		132,318		166,060
••	<u> </u>	740,404		818,850		663,025
Less excess of FIFO cost over LIFO cost		165,221		134,953		161,341
Total inventories	\$	575,183	\$	683,897	\$	501,684

#### 5 Leases

The Company determines if an arrangement is a lease at inception of the agreement. Operating leases are included in right-of-use operating assets, and current and noncurrent operating lease obligations in the Company's Condensed Consolidated Balance Sheets. Lease assets represent the Company's right to use an underlying asset for the lease term and lease liabilities represent our obligation to make lease payments arising from the lease. Lease assets and liabilities are recognized at commencement date based on the present value of lease payments over the lease term. If the lease does not provide an implicit rate, the Company uses an incremental borrowing rate based on the information available at commencement date in determining the present value of lease payments. The right-of-use operating lease assets also include in its calculation any prepaid lease payments made and excludes any lease incentives received from the arrangement. The Company's lease terms may include options to extend or terminate the lease, and the impact of these options are included in the lease liability and lease asset calculations when the exercise of the option is at the Company's sole discretion and it is reasonably certain that the Company will exercise that option. The Company will not separate lease and nonlease components for its leases when it is impractical to separate the two, such as leases with variable payment arrangements. Leases with an initial term of 12 months or less are not recorded on the balance sheet.

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The Company has operating leases for land, machinery and equipment. The Company also has finance leases for machinery and equipment. The commencement date used for the calculation of the lease obligation is the latter of the commencement date of the new standard (April 1, 2019) or the lease start date. Certain of the leases have options to extend the life of the lease, which are included in the liability calculation when the option is at the sole discretion of the Company and it is reasonably certain that the Company will exercise the option. In addition, the Company has certain leases that have variable payments based solely on output or usage of the leased asset. These variable operating lease assets are excluded from the Company's balance sheet presentation and expensed as incurred. Leases with an initial term of 12 months or less are not material. The Company currently has finance leases which were accounted for as capital leases under the previous standard and were unchanged as a result of this standard implementation.

Upon adoption of ASU 2016-02, the Company determined its right-of-use assets related to the operating leases for its plant equipment in Sunnyside, Washington were partially impaired and therefore were reduced with a corresponding charge to retained earnings of \$2,019,000 (which is net of tax). The estimated lives of these assets will be shortened due to the planned closure of the facility after the year's pack.

Lease expense for lease payments is recognized on a straight-line basis over the lease term. The components of lease expense were as follows (In thousands):

	Three Months September 28, 2019		 x Months nber 28, 2019
Lease cost:			
Amortization of right of use asset	\$	1,040	\$ 2,107
Interest on lease liabilities		344	712
Finance lease cost		1,384	2,819
Operating lease cost		7,789	15,689
Total lease cost	\$	9,173	\$ 18,508
Cash paid for amounts included in the measurement of lease liabilities			
Operating cash flows from finance leases			\$ 712
Operating cash flows from operating leases			18,390
Financing cash flows from finance leases			3,252
Total			\$ 22,354
Right-of-use assets obtained in exchange for new finance lease liabilities			\$ 1,471
Right-of-use assets obtained in exchange for new operating lease liabilities			\$ 5,574
Weighted-average lease term (years):			ĺ
Financing leases			5.6
Operating leases			3.9
Weighted-average discount rate (percentage):			
Financing leases			4.2
Operating leases			4.6
9			

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Undiscounted future lease payments under non-cancelable operating leases and financial leases, along with a reconciliation of undiscounted cash flows to operating and financing lease liabilities, respectively, as of September 28, 2019 (in thousands) were as follows:

Years ending March 31:		Operating	Financing
Balance of 2020	\$	11,984	\$ 3,651
2021		27,300	7,300
2022		19,666	7,300
2023		13,516	7,300
2024		6,518	5,583
2025-2031		7,169	5,748
Total minimum payment required	<u> </u>	86,153	\$ 36,882
Less interest		7,385	3,972
Present value of minimum lease payments		78,768	32,910
Amount due within one year		25,776	6,137
Long-term lease obligations	\$	52,992	\$ 26,773

As the Company has not restated prior year information for its adoption of ASC Topic 842, the following presents its future minimum lease payments for operating and capital leases under ASC Topic 840 on March 31, 2019:

Years ending March 31:	Operating	Capital
2020	\$ 28,689	\$ 7,827
2021	24,938	7,827
2022	17,526	7,827
2023	12,062	7,827
2024	5,950	6,102
2025-2031	 6,927	5,267
Total minimum payment required	\$ 96,092	\$ 42,677
Less interest		4,973
Present value of minimum lease payments		37,704
Amount due within one year		6,418
Long-term capital lease obligation		\$ 31,286

# 6. Revolving Credit Facility

The Company entered into a five-year revolving credit facility ("Revolver") on July 5, 2016. Maximum borrowings under the Revolver total \$400,000,000 from April through July and \$500,000,000 from August through March. The Revolver balance as of September 28, 2019 was \$133,338,000 and is included in Long-Term Debt in the accompanying Condensed Consolidated Balance Sheets since the Revolver matures on July 5, 2021. The Company utilizes its Revolver for general corporate purposes, including seasonal working capital needs, to pay debt principal and interest obligations, and to fund capital expenditures and acquisitions. Seasonal working capital needs are affected by the growing cycles of the vegetables and fruits the Company processes. The majority of vegetable and fruit inventories are produced during the months of June through November and are then sold over the following year. Payment terms for vegetable and fruit produce are generally three months but can vary from a few days to seven months. Accordingly, the Company's need to draw on the Revolver may fluctuate significantly throughout the year.

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# SENECA FOODS CORPORATION AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) September 28, 2019

The decrease in average amount of Revolver borrowings during the first six months of fiscal 2020 compared to the first six months of fiscal 2019 was attributable to the sale of certain Company facilities during the last year (mostly Modesto, California).

General terms of the Revolver include payment of interest at LIBOR plus a defined spread.

The following table documents the quantitative data for Revolver borrowings during the second quarter and year-to-date for fiscal 2020 and fiscal 2019:

	Second	Quarte	er		Year-to-Date					
	 2020		2019	2020			2019			
	 (In thou	sands	s)		(In thous	ds)				
Reported end of period:										
Outstanding borrowings	\$ 133,338	\$	242,947	\$	133,338	\$	242,947			
Weighted average interest rate	3.64%		3.73%		3.64%		3.73%			
Reported during the period:										
Maximum amount of borrowings	\$ 151,477	\$	242,947	\$	151,477	\$	294,062			
Average outstanding borrowings	\$ 131,551	\$	220,917	\$	132,836	\$	241,855			
Weighted average interest rate	3.81%		3.64%		3.90%		3.56%			

## 7. Stockholders' Equity

During the six-month period ended September 28, 2019, the Company repurchased \$5,054,000 of its Class A Common Stock and \$3,526,000 of its Class B Common Stock as Treasury Stock. As of September 28, 2019, there are 2,926,518 shares or \$84,320,000 of repurchased stock. These shares are not considered outstanding.

# 8. Retirement Plans

The net periodic benefit cost for the Company's pension plan consisted of:

		Three Mor	nths	Ended	Six Months Ended					
	Sep	September 28, 2019		September 29, 2018		otember 28, 2019		September 29, 2018		
Service Cost	\$	2,288	\$	2,442	\$	4,572	\$	4,885		
Interest Cost		2,296		2,243		4,593		4,486		
Expected Return on Plan Assets		(3,958)		(3,596)		(7,913)		(7,192)		
Amortization of Prior Service Cost		30		30		60		60		
Amortization of Net Loss		-		303		-		605		
Net Periodic Benefit Cost	\$	656	\$	1,422	\$	1,312	\$	2,844		

There was no contribution to the pension plan in the six month periods ended September 28, 2019 or September 29, 2018.

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# 9. Plant Restructuring

The following table summarizes the rollforward of restructuring charges and related asset impairment charges recorded and the accruals established:

	Restructuring Payable								
	Severance			Other Costs		Total			
				(In thousands)					
Balance March 31, 2019	\$	225	\$	1	\$	226			
First quarter charge		586		4,220		4,806			
Second quarter charge		386		760		1,146			
Cash payments/write offs		(836)		(4,981)		(5,817)			
Balance September 28, 2019	\$	361	\$	-	\$	361			

	Severa		thousands)	Total
Balance March 31, 2018	\$	- \$	- \$	-
First quarter charge		110	(72)	38
Second quarter charge		845	-	845
Cash payments/write offs		(177)	72	(105)
Balance September 29, 2018	\$	778 \$	- \$	778

During the quarter ended September 28, 2019 the Company recorded a restructuring charge of \$1,146,000 related to the closing of plants in the Midwest and Northwest of which \$2,230,000 was for accelerated amortization of right-of-use operating lease assets, \$405,000 was mostly related to equipment moves and \$386,000 was related to severance. The Company also recorded a credit of \$1,875,000 for the reduced lease liability of previously impaired leases. During the quarter ended June 29, 2019, the Company recorded a restructuring charge of \$4,806,000 related to the closing of plants in the Midwest and Northwest of which \$2,245,000 was for accelerated amortization of right-of-use operating lease assets, \$1,975,000 was mostly related to equipment moves and \$586,000 was related to severance.

During the quarter ended September 29, 2018, the Company recorded a restructuring charge of \$845,000 related to the closing and sale of plants in the East and Northwest of which \$841,000 was related to severance cost, and \$4,000 which was related to other costs (mostly equipment moves). During the quarter ended June 30, 2018, the Company recorded a restructuring charge of \$38,000, related to the closing of plants in the Northwest of which \$110,000 was related to severance cost, a \$(92,000) credit related to asset impairments (contra fixed assets), and \$20,000 was related to other costs (mostly equipment moves).

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# SENECA FOODS CORPORATION AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited) September 28, 2019

## 10. Other Operating Income and Expense

During the six months ended September 28, 2019 the Company recorded a gain on the partial sale of a plant in the Midwest of \$3,742,000. The Company also recorded a gain of on the sale of unused fixed assets of \$3,259,000. During the six months ended September 29, 2018, the Company sold unused fixed assets which resulted in a gain of \$4,060,000. These items are included in other operating income in the Unaudited Condensed Consolidated Statements of Net Earnings.

#### 11. Recently Issued Accounting Standards

In February 2016, the FASB issued ASU 2016-02, "Leases." ASU 2016-02 establishes a right-of-use ("ROU") model that requires a lessee to record a ROU asset and a lease liability on the balance sheet for all leases with terms longer than 12 months. In July 2018, the FASB issued ASU No. 2018-11, Targeted Improvements – Leases (Topic 842)." This update provides an optional transition method that allows entities to elect to apply the standard retrospectively at the beginning of the period of adoption, versus recasting the prior periods presented. If elected, an entity would recognize a cumulative-effect adjustment to the opening balance of retained earnings in the period of adoption. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the income statement. This guidance is effective for annual periods beginning after December 15, 2018. We adopted ASU 2016-02 as of April 1, 2019, using the optional transition method provided by ASU 2018-11. The standard resulted in the initial recognition of \$88,333,000 of total operating lease assets and \$91,025,000 of net operating lease liabilities and a net adjustment to retained earnings totaling \$2,019,000 (\$2,692,000 less tax effect of \$673,000) on the Condensed Consolidated Balance Sheet on April 1, 2019. The standard did not materially impact the Condensed Consolidated Statement of Cash Flows. At adoption, the Company recorded an adjustment to retained earnings of \$2,019,000, which includes an impairment loss that was related to a Northwest plant impairment which was incurred in March 2019 just prior to adoption of this standard. The disclosures required by the recently adopted accounting standard are included in Note 5 of the Notes to the Condensed Consolidated Financial Statements.

In August 2018, the FASB issued ASU No. 2018-14, Compensation—Retirement Benefits—Defined Benefit Plans—General (Topic 715-20): Disclosure Framework—Changes to the Disclosure Requirements for Defined Benefit Plans, which modifies the disclosure requirements for defined benefit pension plans and other postretirement plans. ASU 2018-14 is effective for annual periods beginning after December 15, 2020, with early adoption permitted. The amendments in this ASU should be applied on a retrospective basis to all periods presented. We are currently evaluating the effect that ASU 2018-14 will have on our condensed consolidated financial statements and related disclosures.

There were no other recently issued accounting pronouncements that impacted the Company's condensed consolidated financial statements. In addition, the Company did not adopt any other new accounting pronouncements during the quarter ended September 28, 2019.

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# SENECA FOODS CORPORATION AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) September 28, 2019

# 12. Earnings (Loss) per Common Share

Earnings per share from continuing and discontinued operations for the quarters and year-to-date periods ended September 28, 2019 and September 29, 2018 are as follows:

	QUARTER					YEART	DATE	
(Thousands, except per share amounts)		Fiscal 2020		Fiscal 2019		Fiscal 2020		Fiscal 2019
Continuing Operations								
Basic								
Earnings (loss) from continuing operations	\$	4,635	\$	(5,634)	\$	5,738	\$	(7,794)
Deduct preferred stock dividends paid		6		6		12		12
Undistributed earnings (loss) from continuing operations		4,629		(5,640)		5,726		(7,806)
		4,629		( / /		23		( / /
Earnings (loss) from continuing operations attributable to participating preferred	_	19		(22)		23		(30)
Earnings (loss) from continuing operations attributable to common shareholders	\$	4,610	\$	(5,618)	\$	5,703	\$	(7,776)
		0.267		0.712		0.272		0.720
Weighted average common shares outstanding	_	9,267		9,713		9,372		9,729
Basic earnings (loss) per common share from continuing operations	\$	0.50	\$	(0.58)	\$	0.61	\$	(0.80)
Diluted								
Earnings (loss) from continuing operations attributable to common shareholders	\$	4,610	\$	(5,618)	\$	5,703	\$	(7,776)
Add dividends on convertible preferred stock		5		-		10		-
Earnings (loss) from continuing operations attributable to common stock on a diluted basis	\$	4,615	\$	(5,618)	\$	5,713	\$	(7,776)
Out 10		<u> </u>				<u> </u>		
Weighted average common shares outstanding-basic		9,267		9,713		9,372		9,729
Additional shares issued related to the equity compensation plan		2		-		2		-
Additional shares to be issued under full conversion of preferred stock	_	67		-		67		-
Total shares for diluted		9,336		9,713		9,441		9,729
	•	0.15	ф	(05)	ф	0.55	Φ.	(0.77)
Diluted earnings (loss) per common share from continuing operations	\$	0.49	\$	(0.58)	\$	0.61	\$	(0.80)

Note: For fiscal 2019, add backs for equity compenstion and additional shares that were anti-dilutive were excluded.

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	QUARTER					YEARTODATE		
(Thousands, except per share amounts)	Fi	scal 2020		Fiscal 2019		Fiscal 2020 Fisc		Fiscal 2019
Discontinued Operations								
Basic								
Earnings from discontinued operations	\$	-	\$	14,750	\$	-	\$	8,155
Deduct preferred stock dividends paid		-		6		-		12
Undistributed earnings from discontinued operations		-		14,744		-		8,143
Earnings from discontinued operations attributable to participating preferred		-		57		-		32
Earnings from discontinued operations attributable to common shareholders	\$	-	\$	14,687	\$	_	\$	8,111
Weighted average common shares outstanding		9,267		9,713		9,372		9,729
Basic earnings per common share from discontinued operations	\$	-	\$	1.51	\$	-	\$	0.83
<u>Diluted</u>								
Earnings from discontinued operations attributable to common shareholders	\$	-	\$	14,687	\$	-	\$	8,111
Add dividends on convertible preferred stock		-		5		-		10
Earnings from continuing operations attributable to common stock on a diluted basis	\$	-	\$	14,692	\$	-	\$	8,121
Weighted average common shares outstanding-basic		9,267		9,713		9,372		9,729
Additional shares issued related to the equity compensation plan		2		2		2		2
Additional shares to be issued under full conversion of preferred stock		67		67		67		67
Total shares for diluted		9,336		9,782		9,441		9,798
	\$		\$	1.50	\$		\$	0.83
Diluted earnings per common share from discontinued operations	Ф	-	Þ	1.50	Ф	-	Þ	0.83

Note: For fiscal 2019, add backs for equity compensation and additional shares that were anti-dilutive were excluded.

## 13. Fair Value of Financial Instruments

As required by Accounting Standards Codification ("ASC") 825, "Financial Instruments," the Company estimates the fair values of financial instruments on a quarterly basis. The estimated fair value for long-term debt (classified as Level 2 in the fair value hierarchy) is determined by the quoted market prices for similar debt (comparable to the Company's financial strength) or current rates offered to the Company for debt with the same maturities. Long-term debt, including current portion had a carrying amount of \$243,978,000 and an estimated fair value of \$243,903,000 as of September 28, 2019. Long-term debt, including current portion had a carrying amount of \$354,398,000 and an estimated fair value of \$354,304,000 as of September 29, 2018. As of March 31, 2019, the carrying amount was \$266,245,000 and the estimated fair value was \$266,140,000. The fair values of all the other financial instruments approximate their carrying value due to their short-term nature.

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# SENECA FOODS CORPORATION AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

September 28, 2019

## 14. Income Taxes

The effective tax rate for continuing operations was 22.9% and 26.0% for the six month periods ended September 28, 2019 and September 29, 2018, respectively. The 3.1 percentage point decrease in tax rate is primarily due to federal credits and incentives. The dollar amount of the federal credits and incentives did not change significantly from 2019 to 2020. The decrease is the result of an increase in projected pre-tax income from 2019 to 2020. This increase resulted in the federal credits and incentives having a smaller impact on the tax rate in 2020.

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# ITEM 2 MANAGEMENTS DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OPERATIONS September 28, 2019

Seneca Foods Corporation (the "Company") is a leading provider of packaged fruits and vegetables, with facilities located throughout the United States. The Company's product offerings include canned, frozen and bottled produce and snack chips. Its products are sold under private label as well as national and regional brands that the Company owns or licenses, including Seneca®, Libby's®, Aunt Nellie's®, Cherryman®, Green Valley® and READ®. The Company's canned fruits and vegetables are sold nationwide by major grocery outlets, including supermarkets, mass merchandisers, limited assortment stores, club stores and dollar stores. The Company also sells its products to foodservice distributors, industrial markets, other food processors, export customers in over 90 countries and federal, state and local governments for school and other food programs. The Company packs Green Giant®, Le Sueur® and other brands of canned vegetables as well as select Green Giant® frozen vegetables for B&G Foods North America ("B&G") under a contract packing agreement. In addition, Seneca provides contract packing services mostly through its wholly owned subsidiary Truitt Bros., Inc.

During April 2019, the Company announced production at its fruit processing plant in Sunnyside, Washington will cease after the end of the 2019 production season. The Company will continue to store, case and label products at this facility until sometime later this year. Therefore, this facility will not be available for immediate sale until sometime later this year. The plant restructuring charge for Sunnyside right-of-use assets is being amortized over seven months.

The Company's raw product is harvested mainly between June through November.

# **Results of Operations:**

#### Sales:

The second fiscal quarter 2020 results include net continuing sales of \$370,002,000, which represents a 15.4% increase, or \$49,342,000, from the second quarter of fiscal 2019. The net increase in sales is due to a sales volume increase of \$25,730,000 and by higher selling prices/sales mix of \$23,612,000. The increase in sales is primarily from a \$30,122,000 increase in B&G Foods, Inc. sales, a \$17,283,000 increase in other Canned Vegetable sales, a \$4,561,000 increase in Fruit sales and a \$3,758,000 increase in Prepared Food sales partially offset by a \$4,682,000 decrease in Frozen sales and a \$1,586,000 decrease in Other sales.

The six months ended 2020 results include net continuing sales of \$634,927,000, which represents a 12.4% increase, or \$70,174,000, from the second quarter of fiscal 2019. The net increase in sales is due to a sales volume increase of \$36,144,000 and by higher selling prices/sales mix of \$34,030,000. The increase in sales is primarily from a \$34,255,000 increase in Canned Vegetable sales, a \$29,895,000 increase in B&G Foods, Inc. sales, a \$16,207,000 increase in Prepared Food sales, a \$6,088,000 increase in Fruit sales, partially offset by a \$13,340,000 decrease in Frozen sales and a \$3,726,000 decrease in Other sales.

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# ITEM 2 MANAGEMENTS DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OPERATIONS September 28, 2019

The following table presents sales by product category (in millions):

		Three Mo	nths Ended	Six Months Ended				
	_	September 28,	September 29,	September 28,	September 29,			
		2019	2018	2019	2018			
Canned Vegetables	\$	227.0	\$ 209.7	\$ 405.9	\$ 371.6			
B&G*		61.8	31.7	68.9	39.0			
Frozen		25.0	29.7	44.5	57.8			
Fruit Products		26.9	22.3	49.5	43.5			
Chip Products		3.1	3.2	6.0	5.2			
Prepared Foods		23.6	19.9	53.4	37.3			
Other		2.6	4.2	6.7	10.4			
	\$	370.0	\$ 320.7	\$ 634.9	\$ 564.8			

<sup>\*</sup>B&G includes canned and frozen vegetable sales exclusively for B&G.

#### Operating Income:

The following table presents components of operating income as a percentage of net sales:

	Three Mont	hs Ended	Six Months Ended				
	September 28, 2019	September 29, 2018	September 28, 2019	September 29, 2018			
Gross Margin	6.5%	3.4%	6.8%	4.9%			
Selling	2.3%	2.5%	2.5%	2.9%			
Administrative	2.4%	3.0%	2.8%	3.4%			
Plant Restructuring	0.3%	0.3%	0.9%	0.2%			
Other Operating Income	-0.6%	-1.0%	-1.1%	-0.8%			
Operating Income	2.0%	-1.5%	1.6%	-0.9%			
Interest Expense, Net	0.8%	1.2%	1.0%	1.4%			

For the three month period ended September 28, 2019, the gross margin increased from the prior year quarter from 3.4% to 6.5% due primarily to higher prices in the second quarter of 2020 and a lower LIFO charge. The LIFO charge from continuing operations for the second quarter ended September 28, 2019 was \$704,000 as compared to a charge of \$14,661,000 for the second quarter ended September 29, 2018 and reflects the impact on the quarter of lower cost increases incurred in fiscal 2020, compared with higher cost increases to fiscal 2019. On an after-tax basis, the LIFO impact on net earnings decreased by \$528,000 for the quarter ended September 28, 2019 and decreased the LIFO impact on net earnings by \$10,996,000 for the quarter ended September 29, 2018, based on the historical statutory federal income tax

For the six month period ended September 28, 2019, the gross margin increased from the prior year period from 4.9% to 6.8% due primarily to higher selling prices and lower LIFO charge in the current year. The LIFO charge for the first half ended September 28, 2019 which was \$3,880,000 as compared to a charge of \$14,157,000 for the first half ended September 29, 2018 and reflects the impact on the quarter of lower cost increases incurred in fiscal 2020, compared with higher cost increases to fiscal 2019. On an after-tax basis, the LIFO impact on net earnings decreased by \$2,910,000 for the first half ended September 28, 2019 and decreased the LIFO impact on net earnings by \$10,618,000 for the first half ended September 29, 2018, based on the historical statutory federal income tax rate.

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## ITEM 2 MANAGEMENTS DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OPERATIONS September 28, 2019

For the three month period ended September 28, 2019, selling costs as a percentage of sales decreased from 2.5% to 2.3% compared to the prior year. For the six month period ended September 28, 2019, selling costs as a percentage of sales decreased from 2.9% to 2.5% compared to the prior year. This is primarily due to the fact that B&G sales were higher than the prior year quarter and year-to-date and they don't incur selling costs.

For the three month period ended September 28, 2019, administrative expense as a percentage of sales decreased from 3.0% to 2.4%. For the six month period ended September 28, 2019, administrative expense as a percentage of sales decreased from 3.4% to 2.8%. This primarily due to higher sales during the quarter and six months compared to same periods in the prior year and the fixed nature of these administrative costs.

During the six months ended September 28, 2019 the Company recorded a gain on the partial sale of a plant in the Midwest of \$3,742,000. The Company also recorded a gain on the sale of unused fixed assets of \$3,259,000. During the six months ended September 29, 2018, the Company sold unused fixed assets which resulted in a gain of \$4,060,000. These items are included in other operating income in the Unaudited Condensed Consolidated Statements of Net Earnings.

Interest expense for the second quarter ended September 28, 2019, as a percentage of sales, decreased to 0.8% from 1.2% in second quarter ended September 29, 2018. Interest expense for the six months ended September 28, 2019, as a percentage of sales, decreased to 1.0% from 1.4% in second quarter ended September 29, 2018. During fiscal 2020, overall borrowings and interest rates were lower than the previous year.

#### Income Taxes:

The effective tax rate for continuing operations was 22.9% and 26.0% for the six month periods ended September 28, 2019 and September 29, 2018, respectively. The 3.1 percentage point decrease change in tax rate is primarily due to federal credits and incentives. The dollar amount of the federal credits and incentives did not change significantly from 2019 to 2020. The decrease is the result of an increase in projected pre-tax income from 2019 to 2020. This increase resulted in the federal credits and incentives having a smaller impact on the tax rate in 2020.

## Earnings (Loss) per Share:

Continuing basic earnings (loss) per share were \$0.50 and \$(0.58) for the three months ended September 28, 2019 and September 29, 2018, respectively. Continuing diluted earnings (loss) per share were \$0.49 and \$(0.58) for the three months ended September 28, 2019 and September 29, 2018, respectively. Continuing basic and diluted (loss) earnings per share were \$0.61 and \$(0.80) for the six months ended September 28, 2019 and September 29, 2018, respectively. For details of the calculation of these amounts, refer to footnote 12 of the Notes to Condensed Consolidated Financial Statements.

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# ITEM 2 MANAGEMENTS DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OPERATIONS September 28, 2019

## **Liquidity and Capital Resources:**

The financial condition of the Company is summarized in the following table and explanatory review:

	September 28, 2019		September 29, 2018		March 31, 2019		March 31, 2018
Working Capital:							
Balance	\$	437,273	\$	554,759	\$	490,871	\$ 602,504
Change in Quarter		(4,542)		55,783			
Long-Term Debt, Less Current Portion		243,978		353,549		265,900	407,733
Operating Lease Obligations, Less Current Portion		52,992		-		-	-
Financing Lease Obligations, Less Current Portion		26,773		-		-	-
Capital Lease Obligations, Less Current Portion		-		30,757		31,286	34,331
Total Stockholders' Equity Per Equivalent							
Common Share (see Note below)		44.18		41.82		43.27	41.73
Stockholders' Equity Per Common Share		44.61		42.20		43.67	42.11
Current Ratio		2.53		2.88		5.37	5.35

Note: Equivalent common shares are either common shares or, for convertible preferred shares, the number of common shares that the preferred shares are convertible into. See Note 9 of the Notes to Consolidated Financial Statements of the Company's 2019 Annual Report on Form 10-K for conversion details.

As shown in the Condensed Consolidated Statements of Cash Flows, net cash provided by operating activities was \$64,598,000 in the six months of fiscal 2020, compared to \$66,719,000 in the first six months of fiscal 2019. The \$2,121,000 decrease in cash provided is a \$1,233,000 increase in cash used for inventory in the first six months of fiscal 2020 as compared to the first six months of fiscal 2019, a \$13,450,000 increase in cash used by accounts receivable, a \$1,313,000 increase in cash used by other current assets partially offset by a \$3,313,000 increase in cash provided by income taxes, a \$2,773,000 increase in cash provided by accounts payable, accrued expenses and other liabilities and an increased net earnings of \$5,377,000.

As compared to September 29, 2018, inventory decreased \$108,714,000 to \$575,183,000 at September 28, 2019. The components of the inventory decrease (excluding LIFO) reflect a \$93,142,000 decrease in finished goods, a \$19,084,000 decrease in work in process and a \$33,780,000 increase in raw materials and supplies. The finished goods decrease primarily reflects lower inventory quantities attributable to the lower calendar year 2019 pack versus the calendar year 2018 pack. The raw materials and supplies increase is primarily due to an increase in cans and raw steel quantities compared to the prior year. FIFO based inventory costs exceeded LIFO based inventory costs by \$165,221,000 as of the end of the second quarter of 2020 as compared to \$134,953,000 as of the end of the second quarter of 2019.

Cash used in investing activities was \$6,043,000 in the first six months of fiscal 2020 compared to cash used in investing activities of \$263,000 in the first six months of fiscal 2019. Additions to property, plant and equipment were \$16,472,000 in the first six months of fiscal 2020 as compared to \$20,318,000 in first six months of fiscal 2019. Proceeds from the sale of assets were \$10,429,000 for the first six months of fiscal 2020 as compared to \$20,055,000 in first six months of fiscal 2019.

Cash used in financing activities was \$52,395,000 in the first six months of fiscal 2020, which included borrowings of \$226,902,000 and the repayment of \$267,020,000 of long-term debt, principally consisting of borrowings and repayments on the revolving credit facility ("Revolver"). Other than borrowings under the Revolver, there was no new long-term debt during the first six months of fiscal 2020. The Company repurchased treasury stock of \$8,580,000 in the first six months of fiscal 2020 and repurchased \$1,579,000 of its stock during the first six months of fiscal year 2019.

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# ITEM 2 MANAGEMENTS DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OPERATIONS September 28, 2019

The Company entered into a five-year revolving credit facility on July 5, 2016. Available borrowings on the Revolver total \$400,000,000 from April through July and \$500,000,000 from August through March with a maturity date of July 5, 2021. The interest rate on the Revolver is based on LIBOR plus an applicable margin based on excess availability and the Company's fixed charge coverage ratio. As of September 28, 2019, the interest rate was approximately 3.6% on a balance of \$133,338,000. We believe that cash flows from operations, availability under our Revolver and other financing sources will provide adequate funds for our working capital needs, planned capital expenditures, and debt obligations for at least the next 12 months.

The Company's credit facilities contain standard representations and warranties, events of default, and certain affirmative and negative covenants, including various financial covenants. At September 28, 2019, the Company was in compliance with all such financial covenants.

## **New Accounting Standards**

Refer to footnote 11 of the Notes to Condensed Consolidated Financial Statements.

#### Seasonality

The Company's revenues are typically higher in the second and third fiscal quarters. This is due in part because the Company sells, on a bill and hold basis, Green Giant canned and frozen vegetables to B&G either weekly during production for specialty items, or at the end of each pack cycle, which typically occurs during the months of June to October. B&G buys the product from the Company at cost plus a specified fee for each equivalent case. See the Critical Accounting Policies section below for further details. The Company's non-Green Giant sales also exhibit seasonality with the third fiscal quarter generating the highest retail sales due to holidays that occur during that quarter.

#### Forward-Looking Information

The information contained in this report contains, or may contain, forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements appear in a number of places in this report and include statements regarding the intent, belief or current expectations of the Company or its officers (including statements preceded by, followed by or that include the words "believes," "anticipates" or similar expressions) with respect to various matters, including (i) the Company's anticipated needs for, and the availability of, cash, (ii) the Company's liquidity and financing plans, (iii) the Company's ability to successfully integrate acquisitions into its operations, (iv) trends affecting the Company's financial condition or results of operations, including anticipated sales price levels and anticipated expense levels, in particular higher production, fuel and transportation costs, (v) the Company's plans for expansion of its business (including through acquisitions) and cost savings, and (vi) the impact of competition.

Because such statements are subject to risks and uncertainties, actual results may differ materially from those expressed or implied by such forward-looking statements. Investors are cautioned not to place undue reliance on such statements, which speak only to events as of the date the statements were made. Among the factors that could cause actual results to differ materially are:

- general economic and business conditions;
- cost and availability of commodities and other raw materials such as vegetables, steel and packaging materials;
- transportation costs:
- · climate and weather affecting growing conditions and crop yields;

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# ITEM 2 MANAGEMENTS DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OPERATIONS September 28, 2019

- the availability of financing;
- leverage and the Company's ability to service and reduce its debt;
- foreign currency exchange and interest rate fluctuations;
- effectiveness of the Company's marketing and trade promotion programs;
- changing consumer preferences;
- competition;
- product liability claims;
- the loss of significant customers or a substantial reduction in orders from these customers;
- changes in, or the failure or inability to comply with, U.S., foreign and local governmental regulations, including environmental and health and safety regulations; and
- other risks detailed from time to time in the reports filed by the Company with the SEC.

Except for ongoing obligations to disclose material information as required by the federal securities laws, the Company does not undertake any obligation to release publicly any revisions to any forward-looking statements to reflect events or circumstances after the date of the filing of this report or to reflect the occurrence of unanticipated events.

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# ITEM 2 MANAGEMENTS DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OPERATIONS September 28, 2019

#### **Critical Accounting Policies**

During the six months ended September 28, 2019, the Company sold \$68,139,000 of Green Giant finished goods inventory to B&G Foods, Inc. for cash, on a bill and hold basis, as compared to \$38,302,000 for the six months ended September 29, 2018. Under the terms of the bill and hold agreement, title to the specified inventory transferred to B&G. Under the new revenue recognition standard, this contract qualifies for bill and hold accounting treatment as the Company has concluded that control of the unlabeled products transfers to the customer at the time title transfers as the customer has the right to control the inventory (prior to physical delivery) and the Company has a right to payment, which results in earlier revenue recognition. Labeling and storage services that are provided after control of the goods has transferred to the customer are accounted for as separate performance obligations for which revenue is deferred until the services are performed.

Trade promotions are an important component of the sales and marketing of the Company's branded products, and are critical to the support of the business. Trade promotion costs, which are recorded as a reduction of net sales, include amounts paid to encourage retailers to offer temporary price reductions for the sale of our products to consumers, amounts paid to obtain favorable display positions in retailers' stores, and amounts paid to retailers for shelf space in retail stores. Accruals for trade promotions are recorded primarily at the time of sale of product to the retailer based on expected levels of performance. Settlement of these liabilities typically occurs in subsequent periods primarily through an authorized process for deductions taken by a retailer from amounts otherwise due to us. As a result, the ultimate cost of a trade promotion program is dependent on the relative success of the events and the actions and level of deductions taken by retailers for amounts they consider due to them. Final determination of the permissible deductions may take extended periods of time.

The Company uses the lower of cost, determined under the LIFO (last-in, first out) method, or market, to value substantially all of its inventories. In a high inflation environment that the Company is experiencing, the Company believes that the LIFO method was preferable over the FIFO method because it better compares the cost of current production to current revenue.

The Company assesses its long-lived assets for impairment whenever there is an indicator of impairment. Property, plant, and equipment are depreciated over their assigned lives. The assigned lives and the projected cash flows used to test impairment are subjective. If actual lives are shorter than anticipated or if future cash flows are less than anticipated, a future impairment charge or a loss on disposal of the assets could be incurred. Impairment losses are evaluated if the estimated undiscounted value of the cash flows is less than the carrying value. If such is the case, a loss is recognized when the carrying value of an asset exceeds its fair value.

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## ITEM 3 Quantitative and Qualitative Disclosures About Market Risk

In the ordinary course of business, the Company is exposed to various market risk factors, including changes in general economic conditions, competition and raw material pricing and availability. In addition, the Company is exposed to fluctuations in interest rates, primarily related to its revolving credit facility and the \$100,000,000 term loan. To manage interest rate risk, the Company uses both fixed and variable interest rate debt plus fixed interest rate capital lease obligations. There have been no material changes to the Company's exposure to market risk since March 31, 2019.

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#### ITEM 4 Controls and Procedures

The Company maintains a system of internal and disclosure controls and procedures designed to ensure that information required to be disclosed in reports filed or submitted under the Securities Exchange Act of 1934, as amended, is recorded, processed, summarized and reported on a timely basis. The Company's Board of Directors, operating through its Audit Committee, which is composed entirely of independent outside directors, provides oversight to the financial reporting process.

An evaluation was performed under the supervision and with the participation of our management, including our Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of our disclosure controls and procedures (as defined in Rule 13a-15(e) under the Securities and Exchange Act of 1934, as amended) as of the end of the period covered by this report. Based upon that evaluation, the Chief Executive Officer and the Chief Financial Officer concluded that, as of September 28, 2019, our disclosure controls and procedures were effective. The Company continues to examine, refine and formalize its disclosure controls and procedures and to monitor ongoing developments in this area.

There have been no changes during the period covered by this report to the Company's internal control over financial reporting that has materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

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#### PART II - OTHER INFORMATION

Item 1. <u>Legal Proceedings</u>

Refer to footnote 15 to the Consolidated Financial Statements included in Part II Item 8 of the Annual Report on Form 10-K.

Item 1A. Risk Factors

There have been no material changes to the risk factors disclosed in the Company's Form 10-K for the period ended March 31, 2019 except to the extent factual information disclosed elsewhere in this Form 10-Q relates to such risk factors.

Item 2. <u>Unregistered Sales of Equity Securities and Use of Proceeds</u>

	Total Number of Shares Purchased		Average Price Paid per Share			e Paid	Total Number	Maximum Number
						e	of Shares	(or Approximate
							Purchased as	Dollar Value) of
							Part of Publicly	Shares that May
							Announced	Yet Be Purchased
	Class A	Class B	(	Class A		Class B	Plans or	Under the Plans or
Period	Common	Common	Common			Common	Programs	Programs
7/01/2019 – 7/30/2019	17,441	121,500	\$	28.74	\$	28.98	17,441	
8/01/2019 - 8/31/2019	32,567	225	\$	27.07	\$	24.96	32,567	
9/01/2019 – 9/30/2019 (1)	31,264	-	\$	30.05	\$	-	31,264	
Total	81,272	121,725	\$	28.57	\$	28.98	81,272	585,007

Note 1: 17,700 of these shares were purchased in open market transactions by the trustees under the Seneca Foods Corporation Employees' Savings Plan 401(k) Retirement Savings Plan to provide employee matching contributions under the plan.

Item 3. <u>Defaults Upon Senior Securities</u>

None.

Item 4. <u>Mine Safety Disclosures</u>

None.

Item 5. Other Information

None.

Item 6. <u>Exhibits</u>

- 31.1 Certification of Kraig H. Kayser pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 (filed herewith)
- 31.2 Certification of Timothy J. Benjamin pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 (filed herewith)
- 32 <u>Certifications pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (filed herewith)</u>
- The following materials from Seneca Foods Corporation's Quarterly Report on Form 10-Q for the six months ended September 28, 2019, formatted in XBRL (eXtensible Business Reporting Language): (i) condensed consolidated balance sheets, (ii) condensed consolidated statements of net earnings (loss), (iii) condensed consolidated statements of cash flows, (v) condensed consolidated statements of stockholders' equity and (vi) the notes to condensed consolidated financial statements.

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November 6, 2019

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## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Company has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Seneca Foods Corporation

(Company)

/s/Kraig H. Kayser

Kraig H. Kayser President and

Chief Executive Officer

/s/Timothy J. Benjamin

Timothy J. Benjamin Chief Financial Officer

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#### EXHIBIT 31.1

#### CERTIFICATION

## I, Kraig H. Kayser, certify that:

- 1. I have reviewed this quarterly report on Form 10-Q of Seneca Foods Corporation;
- 2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the Registrant as of, and for, the periods presented in this report;
- 4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the Registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the Registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the Registrant's internal control over financial reporting that occurred during the Registrant's most recent fiscal quarter (the Registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the Registrant's internal control over financial reporting; and
- 5. The Registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the Registrant's auditors and the audit committee of the Registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the Registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the Registrant's internal control over financial reporting.

By: /s/ Kraig H. Kayser

Kraig H. Kayser President and Chief Executive Officer

Dated: November 6, 2019

Filer: Seneca Foods Corp

Document Type: EX-31.2

Project Type: 10-Q

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Created By: Robin Salone

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#### EXHIBIT 31.2

#### CERTIFICATION

#### I, Timothy J. Benjamin, certify that:

Dated: November 6, 2019

- 1. I have reviewed this quarterly report on Form 10-Q of Seneca Foods Corporation;
- 2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the Registrant as of, and for, the periods presented in this report;
- 4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the Registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the Registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the Registrant's internal control over financial reporting that occurred during the Registrant's most recent fiscal quarter (the Registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the Registrant's internal control over financial reporting; and
- 5. The Registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the Registrant's auditors and the audit committee of the Registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the Registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the Registrant's internal control over financial reporting.

By: /s/ Timothy J. Benjamin

Timothy J. Benjamin Chief Financial Officer Filer: Seneca Foods Corp

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## **EXHIBIT 32**

# CERTIFICATION PURSUANT TO 18. U.S.C. SECTION 1350, AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Seneca Foods Corporation (the "Registrant") on Form 10-Q for the period ended September 28, 2019 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), we, Kraig H. Kayser, Chief Executive Officer and Timothy J. Benjamin, Chief Financial Officer of the Registrant, certify, pursuant to 18 U.S.C. 1350, as adopted pursuant to 906 of the Sarbanes-Oxley Act of 2002, that, to our knowledge:

(1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and

(2) The information contained in the report fairly presents, in all material respects, the financial condition and results of operations of the Registrant.

/s/Kraig H. Kayser Kraig H. Kayser Chief Executive Officer

November 6, 2019

/s/ Timothy J. Benjamin Timothy J. Benjamin Chief Financial Officer

November 6, 2019